

MANUFACTURING EXTENSION PARTNERSHIP

Success Stories from the Field

Emissive Energy

Rhode Island Manufacturing Extension Services

Emissive Wins Big

Client Profile:

Emissive Energy manufactures high-quality INOVA® brand LED lighting equipment that delivers optimum performance, durability, design and usefulness for a lifetime of owner satisfaction. The company provides an end-user product for the consumer and military market. Founded in 1991, Emissive Energy is located in Wickford, Rhode Island, and employs 20 people.

Situation:

Emissive Energy entered the government market to remain competitive and expand their business. They had to become familiarized with the procedure of doing business with the government and contacted Rhode Island Manufacturing Extension Services, a NIST MEP network affiliate, for help.

Solution:

Emissive Energy began doing business in the government market. Harsha Prakash, a Project Manager at RIMES, walked them through the steps of government contracting work. The process involved showing the company how to find and secure bid opportunities for sustainable growth. RIMES also facilitated a teaming arrangement with Emissive Energy and a Massachusetts leather manufacturer for both government and commercial business.

Results:

- * Awarded government contracts at a value of \$966,687 for 2005.
- * Gained approximately \$90,000 in second tier awards in addition to their direct awards for 2005.
- * Awarded five, IDPO, one-year length contracts extending into current year (2006).
- * Prepared five-year contract for twelve different flashlight models.
- * Identified government suppliers who were selling their products to the government without being certified by Emissive Energy.
- * Working with a Massachusetts leather manufacturer to obtain a government issued National Stock Number for their products.
- * Plan to continue working with Massachusetts leather manufacturer.
- * Assisted by RIMES in setup of manufacturing floor for RFID Gen2 capability.
- * Hired new employee to coordinate and monitor the successful generation of MSL shipping labels and became expert on MIL-STD 129P and MIL-STD 2073-1D.

Testimonial:

"RIMES has been key in our success in tapping the government market, and enabling us to source, navigate, and maintain critical relationships by assisting with the appropriate resources. With RIMES, we have generated a new revenue stream for the company, which previously was unavailable. With their partnership, we've triumphed."

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Matthew S. Wolfe, VP Sales, Law Enforcement/Government